

Barclays PLC

Nomura Financial Services Conference 2013

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Investment Bank PBT reflected CTA and reduced income from legacy assets

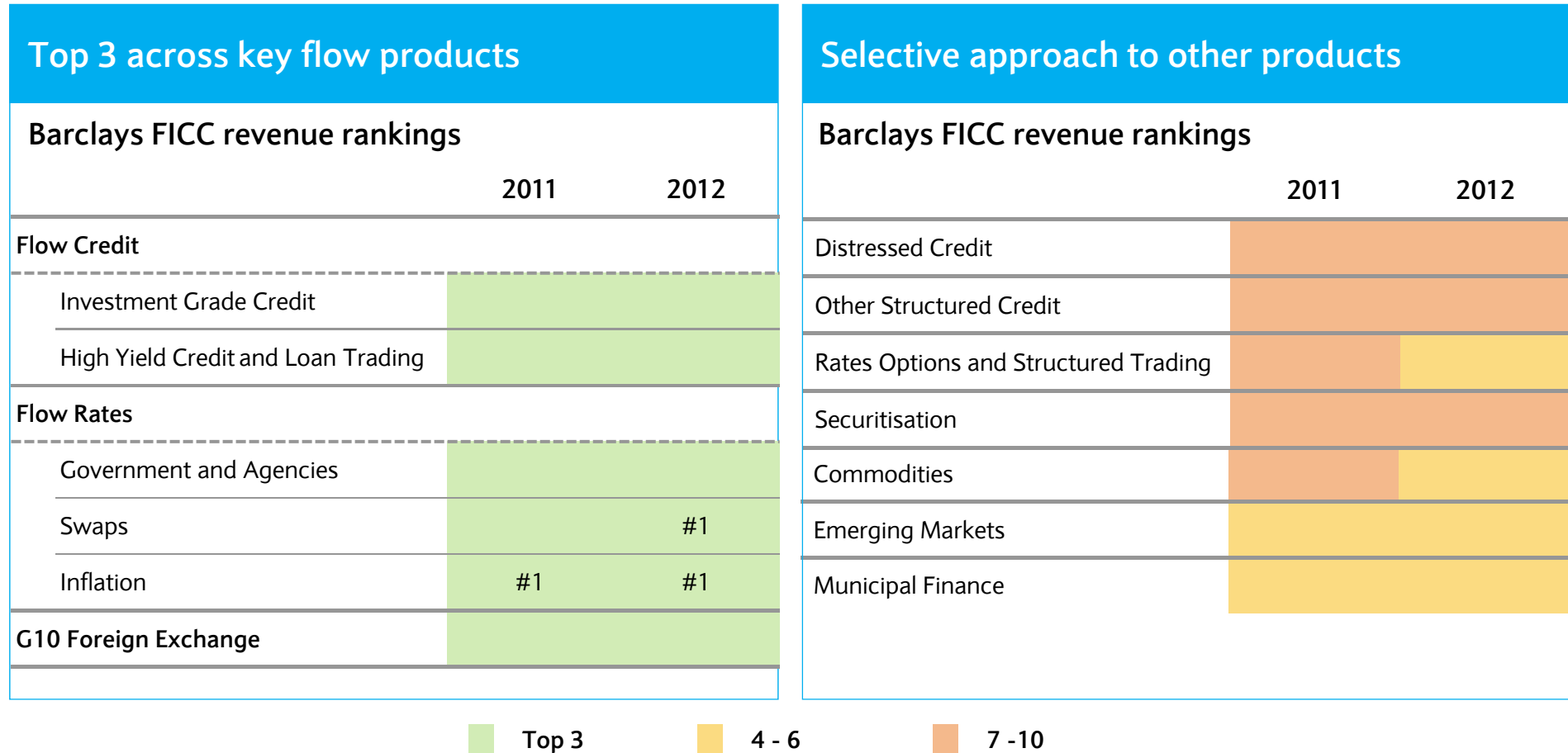
| Nine months ended – September | 2013 (£m) | 2012 (£m) | Change (%) |
|--|--------------|--------------|---------------|
| Income | 8,584 | 9,181 | (7) |
| Impairment charges | (206) | (205) | |
| Net operating income | 8,378 | 8,976 | (7) |
| Operating expenses (excluding costs to achieve Transform) | (5,373) | (5,781) | (7) |
| Costs to achieve Transform | (175) | - | |
| Profit before tax | 2,852 | 3,230 | (12) |
| Return on average equity | 12.3% | 13.0% | |
| Cost: income ratio | 65% | 63% | |
| Compensation: income ratio | 41% | 40% | |
| CRD III RWAs | 157.2bn | 180.3bn | |

CRD IV RWAs reduced to £234bn at 30 Sept 2013

Investment Banking and Equities are getting stronger

- Investment Banking is making good progress:
 - Top 3 UK fee share YTD; Top 3 US fee share Q313
 - Acting on major M&A/financing deals e.g. Verizon, Royal Mail
 - 39 Corporate Broking mandates, including three recent wins
 - Good pipeline in M&A, DCM and ECM
- Leveraging the Equities build out:
 - Income is up 26% YTD
 - More upside as we continue to monetise investment and capitalise on momentum

Barclays is a leader in FICC flow products

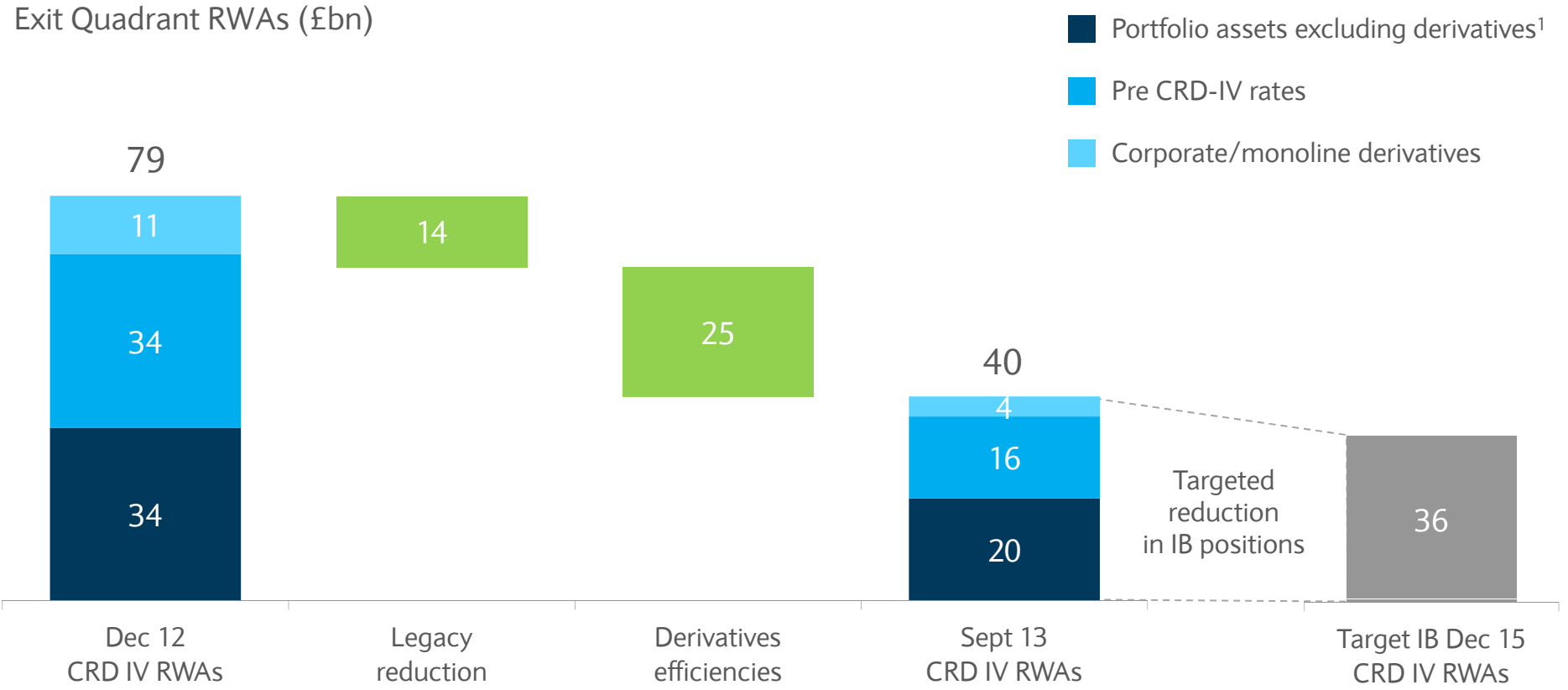


Source: Coalition

Note: Coalition rankings based on Barclays' business line taxonomy. Competitor set is constituent banks of the Coalition index - the largest 10 investment banks globally: BAML, BARC, CITI, CS, DB, GS, JPM, MS, RBS, UBS

Reduction of Exit Quadrant assets has been accelerated

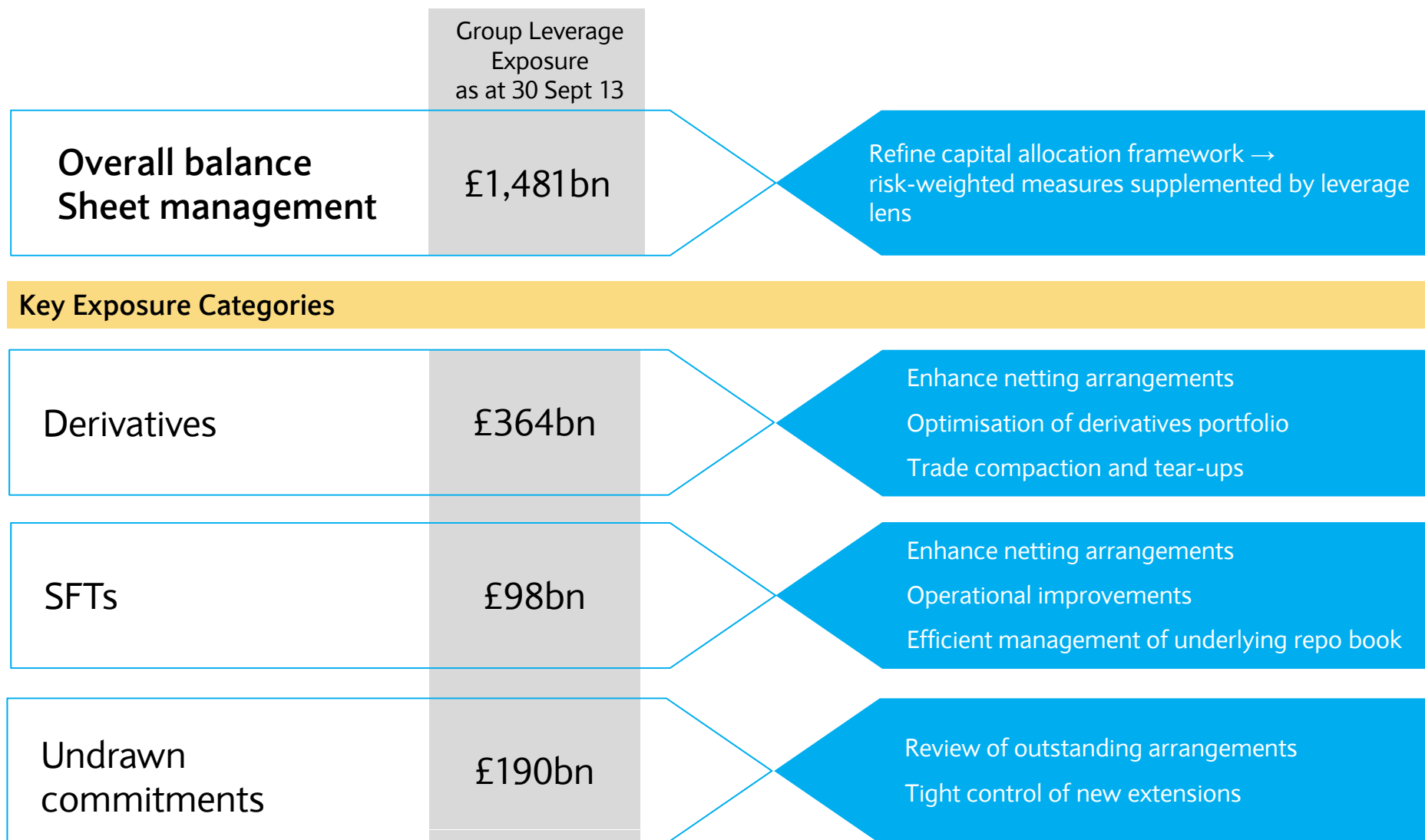
Income from Exit Quadrant assets down £242 million Q313 vs Q312



¹ Portfolio assets include credit market exposures and additional legacy assets



Focus on Group Leverage Exposure reduction



IB cost initiatives – delivering the change

- 1) Implementation of structural changes outlined in February – £175m of CTA YTD of c. £600m allocated to the IB
- 2) c.750 headcount reduction in Q1 13 contributing to a more productive front office
- 3) Functionalisation across the Group
- 4) Efficiency through automation and simplification
- 5) Rightshoring – 7,000 roles across Corporate and Investment Bank to be moved to lower cost locations with c.£220m of associated savings

Closing comments

- Barclays Investment Bank is in a position of strength
- Monetising investments
- Diversifying business mix
- Firm grip on RWAs, leverage and cost
- Confident in our ability to continue our evolution

Q&A

Eric Bommensath – Co-Chief Executive, CIB

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